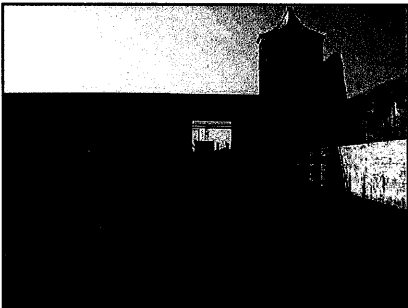
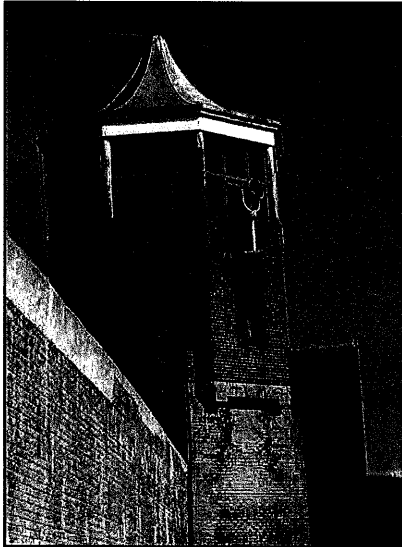
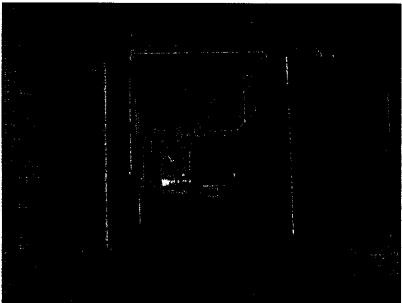
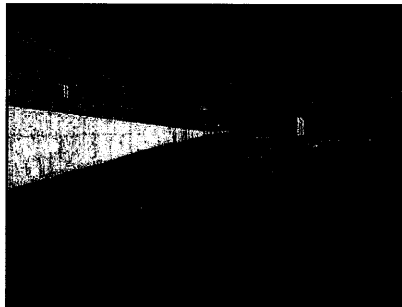
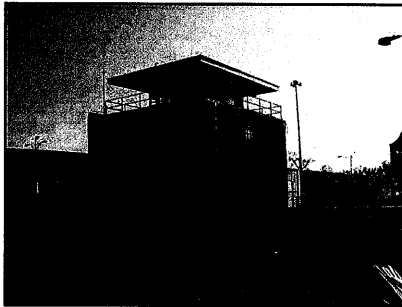


Alexander *Company*



Master Developer Proposal Former Lorton Prison: Cost Proposal

Presented to Fairfax County, Virginia
October 4, 2007

MEMORANDUM

TO: SELECTION ADVISORY COMMITTEE
FROM: THE ALEXANDER COMPANY
SUBJECT: COST PROPOSAL - LAUREL HILL REDEVELOPMENT PLAN
DATE: 10/2/2007
CC:

Please find the attached cost proposal for the Laurel Hill Redevelopment Plan. While the Alexander Company is a development company and does not typically bid on consulting work, this proposal constitutes our best effort to estimate the time and cost of creating a plan of this nature. The Alexander Company is involved in this process due to an interest in redeveloping the former Lorton Prison and not because of an interest in generating fees for consulting. As a result, we are submitting this proposal at a discount to what we feel our direct costs will be. We have estimated that the project will take us approximately 1400 hours to complete, that our labor costs with overhead will exceed \$140,000, and that we will have almost \$60,000 in out of pocket costs. While our total cost will approach \$200,000, we are willing to offer our services for \$150,000. We are offering our services at a discount to cost because we are interested in working with Fairfax County to redevelop the former Lorton Prison and we are confident that a development agreement between The Alexander and Fairfax County will be reached if the Alexander Company is selected from this RFP process. Thank you for taking the time to review this proposal and please do not hesitate to contact The Alexander Company if questions arise.

Contact:
The Alexander Company
Attn: Brad Elmer
145 East Badger Road
Madison, WI 53713
608-268-8140
bee@alexandercompany.com

The Alexander Company: Cost Proposal

RFP08-943415-40

	Randy	Joe	Natalie	Dave V	Brad	Jon	Ed	Chris	Andy	CAD Tech	Marketing	Dave K	Bill
Information Gathering					33% - 7 mnth								
General	40	40	40										
Planning and Zoning Review			10		x								
Building Analysis				25				40					
Stakeholder Meetings - 1		10	20		x		25				10		40
Infrastructure Analysis				25			25						
Market Analysis			20		x				10				
Design Constraints				25				20		100			
Building Layout													
Financial Feasibility Analysis													
Construction Budget													
Financial Proforma			10		x	50							40
Plan Development	20	20											
Site Plan Design			5		x		40			20			
Document Creation			5		x						20		
Stakeholder Meetings - 2	20	20	20		x		25				10		
Plan Review - Consensus Building													
Stakeholder Meetings - 3	20	20	20		x		25				10		
Final Plan - Development Agreement	2	10	40		x		20						
Total Hours	102	120	190	75	370	50	160	60	10	120	50	0	80
Billable Rate	\$ -	\$ -	\$ 160	\$ 160	\$ 100	\$ 100	\$ 150	\$ 100	\$ 160	\$ 80	\$ 80	\$ 130	\$ 150
Subtotal	\$ -	\$ -	\$ 30,400	\$ 12,000	\$ 36,960	\$ 5,000	\$ 24,000	\$ 6,000	\$ 1,600	\$ 9,600	\$ 4,000	\$ -	\$ 12,000

1387

\$ 141,560

Out of Pocket Costs

Trips

3

5

5

1

5

0

5

1

0

0

0

0

1

26

Trip Cost	(2-3 day trip)
Flight	\$ 500
Parking/Misc	\$ 50
Car	\$ 140
Hotel	\$ 200
Food	\$ 150
	\$ 1,040
Number of Trips	26
Travel Subtotal	\$ 27,040
Printing	\$ 500
Shipping	\$ 500
Subcontractors	\$ 30,000
Total	\$ 199,600
Alexander Company write down	\$ (49,600)
Total Cost	\$ 150,000